



ARIVU
Empower • Innovate • Perform

The Influential Leader (2-days)

Learn the secrets that will help you to influence clients and build relationships with those you work with.

Many business leaders and people managers need to manage, lead and motivate themselves equally as good as they need to manage, motivate and lead others.

Leadership is not just about personality but it's also about behaviours – an observable set of skills and abilities. The effective leader is based on relating those skills to specific tasks. Therefore, the most successful leaders are those that adapt their leadership style to the individual or group that they are attempting to lead/influence and understand their required tasks specifically.

This highly interactive two-day programme gives you a framework to analyse your performance and determine appropriate leadership behaviours that will help you to influence your clients and customers as well as your own people, so that you can grow your business.

By the end of this course you will be able to:

- Define and implement 'task' and 'relationship' behaviours of yourself and your people
- Define and recognise a range of leadership styles and match leadership style to needs in a variety of situations in order to influence others and be more influential
- Become an effective leader, get powerful results from your team and improve job satisfaction
- Classify your tasks and recognise priorities and preferences
- Inspire a shared vision, creating an ideal and unique image of what the organisation can become
- Challenge your thinking process and create powerful strategies that will help you to move your organisation to greater success
- Motivate yourself and others to act and encourage hearts and minds that will help you in your journey
- Gauge your own 360 degree leadership style profile

What will I learn?

How Influential am I?

www.arivu.co.uk

**Innovative & Impactful Coaching & Consulting Services
To Transform Your Business**



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- Personal qualities, behaviours and psychological thinking patterns
- What am I missing?
- Modelling the Greats!
- Flexing my style

Building a Successful Team

- Distinguishing team roles and responsibilities
- Creating the ability to recognise and manage different personalities
- Encouraging mutual respect and cooperation within your team
- Identifying team strengths and development areas

Motivating to Achieve Results

- Set a clear direction and keep the team on target
- Providing support and recognition and getting support & recognition back

Keeping Communication Channels Open

- Assertive team briefing and meetings
- Deal with difficult situations
- Handling conflict within the team and promoting cooperative team behaviour

Empowering as a Leader

- Developing the skills of individuals
- Problem solving and decision making within the team
- Managing time and resources efficiently
- Empowering your team

What others have said about these courses:

“I’ve got more from one afternoon than I did from a 10-day leadership course from a world-class MBA School. This course and the trainer are awesome and the best I’ve ever had!”

- Simon Fletcher, CWGC

To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767 or email us at info@arivu.co.uk**

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